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Central Intelligence Agency

Washington, D. C. 20505

DIRECTORATE OF INTELLIGENCE

International Financial Situation Report #47 19 December 1985

Summary

After deliberating on 16-17 December, the Cartagena Group issued a declaration calling for increased lending from commercial banks and multilateral sources and, over the long term, for a reduction in world interest rates. The three most influential members of the group—Mexico, Brazil and Argentina—allied themselves and injected the group with newfound political clout. In other developments:

- OPEC decided to defend its share of the oil market. As a result, we believe oil prices will begin to fall by early 1986. For every \$1 per barrel drop in the price of oil, Mexico stands to lose \$550 million in revenue.
- o Support for Secretary Baker's debt initiative continues with endorsements from the IMF, World Bank and commercial banks in the US, the UK and Japan.
- o Mexico's meeting with its bank advisory committee produced few concrete results and was at times acrimonious. Some bankers admit that the uncertainty over Mexico's participation in the Baker plan has kept them from dealing with the Mexican funding issue.
- o Brazil's unwillingness to guarantee full repayment of foreign obligations owed by three failed banks has emerged as more of a stumbling block to its debt rescheduling than Brazil's rejection of the IMF.

 Brazil stands to lose a significant portion of its \$16 billion in short-term trade credits if the government does not deal with these obligations to the creditors' satisfaction.
- o South Africa extended its moratorium on most debt principal repayments from 31 December to 31 March. Creditors have dismissed Pretoria's initial rescheduling plan as unrealistic and ten key creditors responded with their own proposal.
- o Lower oil imports have allowed Brazil to maintain a large trade surplus despite lower exports. Mexico's trade surplus declined by 42 percent in the first ten months of this year. (See Appendix)

year. (See Appendix)

NOTE: REPORT #48 WILL BE PUBLISHED ON 16 JANUARY 1986.

This situation report was prepared by analysts of the Intelligence Directorate. Comments are welcome and may be addressed to the Situation Report Coordinator,

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KEY ISSUES

The Montevideo Theme: An Emergency Situation

Foreign and finance ministers from most of the 11 Latin American countries that make up the Cartagena Group met for the fourth time to discuss ways to alleviate their debt servicing burdens. Uruguayan President Sanguinetti, echoing other Latin officials, opened the Cartagena Group ministerial meeting calling for some emergency measures to help Latin America fulfill their foreign debt commitments. After deliberating on 16-17 December, the Cartagena group issued a declaration calling for:

- o A reduction of real interest rates and a reduction of bank profit margins.
- o An increase in new bank loans at a level at least equal to the world inflation rate.
- o A ceiling on capital outflows linked either to economic growth or export earnings.
- o An increase in multilateral development lending of 20 percent a year for the next three years.

A five-nation committee—Argentina, Brazil, Colombia, Mexico, and Venezuela—has been organized to follow up on the progress of their "emergency" proposals. The Cartagena Group also announced that Uruguay will retain the secretariat and that another meeting

In our judgment, the substance of the Montevideo declaration goes beyond previous Cartagena documents by asking for specific relief measures, which run counter to US government policies. One demand, for example, would double the amount of bank lending outlined in the Baker plan to \$40 billion. Another demand calls for interest capitalization. The Cartagena Group's response to the Baker initiative highlights the Latin belief that the initiative provides insufficient debt relief, and by demanding further assistance, they attempt to put the onus back on creditors. Moreover, given the fact that Mexico, Brazil and Argentina have allied themselves, the so far ineffective group has now been injected with enhanced political clout.

Mexico and an Oil Price Decline

We believe oil prices will begin to fall by early 1986 if OPEC follows through on its recent decision to defend its "fair" share of the oil market. The fall would primarily reflect a seasonal decline in consumption. If OPEC attempts to maintain crude production at its current level of 18 million b/d, and if non-OPEC producers do not reduce theirs, oil prices will fall to balance supply and demand, perhaps to as low as \$15 per barrel. At this time, however, we believe that prices are more likely to fall to the \$20 to \$25 range during the first half of 1986.

According to Embassy reporting, Mexico will lose about \$550 million in revenues for every \$1.00 per barrel drop in the price of oil assuming it can maintain its current export volume. Thus, a \$5.00 per barrel drop would cause Mexico to lose over \$2.5 billion in revenue. Believing that reduction in the price of crude will force a concurrent drop in interest rates of 1 percent, the country will require \$1.7-2.0 billion in new money beyond what is now being requested from commercial banks in 1986

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if oil prices drop to the \$20 to \$21 per barrel range. At some point, probably around \$20 a barrel, revenues will fall below minimum levels needed to service its interest payments.
The Baker Plan Receives Support
The IMF and World Bank publicly voiced in early December their strong support for the Baker Plan and stated their willingness to cooperate fully with all parties. More recently, the IMF and World Bank announced that international banks—"accounting for an overwhelming majority of claims on troubled debtors"—have indicated their support for the US Treasury proposal to increase their lending to these countries by \$20 billion over three years. The bankers' support, however, is contingent upon the participation of all parties—governments, institutions, and banks. Although the Baker initiative cites three principals—debtor countries, multilateral institutions, and commercial banks—international banks want industrial country governments to increase their financial commitments to debt-troubled countries and to modify existing regulatory policies.
REGIONAL SITUATIONS
Latin America
Mexico The Bank Advisory Committee meeting on 2-3 December with the Director of Public Credit Gurria yielded few concrete results and some portions of the meeting were described as acrimonious.
substantive issues was postponed until the next round of talks scheduled for early next month. Gurria outlined Mexico's funding needs including \$2.5 billion in 1986 and \$10 billion over the next three years,
bankers were put off by Mexican insistance that negotiations on a new money package begin before a letter of intent is approved by the Fund. International bankers also felt that Gurria was less than forthright about Mexico's foreign reserve position—raising end of year estimates to over \$5.5 billion after having stated they would be less than \$4.0 billion only hours earlier. Negotiations between Mexico and its international creditors probably will continue well into 1986. Because of Mexico's deteriorating financial position and political pressures against further austerity, negotiations with the IMF are tough, but are progressing. Moreover, some bankers admit that the uncertainty over Mexico's participation in the Baker Plan has been keeping them from dealing with the Mexican funding issue.
Brazil
The Sarney Administration's efforts to continue negotiations for a multiyear debt
nective turing and to abtain another nellower of short tarm manar facilities must with utiff
restructuring and to obtain another rollover of short-term money facilities met with stiff resistance from Brazil's bank advisory committee last week. The government's

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unwillingness to guarantee full repayment of foreign obligations owed by three failed private Brazilian banks has emerged as a more important stumbling block for most committee members than has the potential Brazilian rejection of the IMF.	25X1
Central Bank President Bracher insisted that Brazilian taxpayers should not have to pay off all the losses of failed private banks, but did offer to repay between 25 and 75 percent of the value of the obligations once the banks' assets were sold. Committee members, however, expressed particular concern that Brasilia had not developed a long-term policy to handle what they foresaw as a recurring problem.	25 X 1
unless the government deals satisfactorily with the obligations of the failed banks, Brazil will lose a significant portion of its \$15 billion of short-term trade credits and interbank deposits. Both Brazil and the bank advisory committee apparently believe if they can reach a settlement on the failed banks issue, when they resume talks this week, they may be able to agree on a continued rollover of short-term facilities and a rescheduling of 1985-1986 medium-term maturities at lower interest rates without IMF monitoring.	25X1 25X1
Argentina	
Finance Minister Juan Sourrouille last Friday criticized the Baker proposal for not solving the basic problems of debtor countries and asserted that under the initiative new loans would be targeted toward increasing imports from creditor countries instead of repaying the debt. Sourrouille also denied that Argentina had agreed to become a pilot country for the initiative, according to press reports. He did indicate, however, that the government would soon decide whether to join the Baker Plan.	25X1
In the meantime, Argentina's recession deepened with real manufacturing output down 18 percent and GDP declining by 5 percent in the third quarter.	25 X 1
real wages dropped between 12 and 21 percent during the May-October period. According to press reports, Buenos Aires hopes to lift the 6-month-old wage freeze on wages before the end of the month. We doubt, however, that an agreement acceptable to all parties can be reached. The labor unions are demanding collective bargaining for wages but the government has indicated it will approve salary increases only when they are justified by productivity gains.	25X1 25X1
Eastern Europe	
Among the Eastern European countries, Poland made a \$280 million principal repayment to commercial banks—the first such repayment since reschedulings began in 1981, and Yugoslavia is scheduled to sign their bank rescheduling agreement this week. Poland	25X1
Warsaw signed an agreement with the Paris Club on November 19 to reschedule debt due in 1985 and presented creditors with revised projections of its financial targets. The terms of the 1985 agreement were similar to the 1982-84 accord: a 10 year rescheduling with a five-year grace period. The Poles lowered their target for a hard currency surplus to \$1.3 billion—a reduction of \$200 million from the past plan, probably because of a failure to sufficiently increase exports and control imports.	25X1
Poland paid about \$280 million to commercial bank creditors last week, the first principal repayment since reschedulings began in 1981. Warsaw announced it would restrict hard currency imports in late November, probably to assure itself of sufficient funds to cover payments. Poland also made a \$220 million November interest payment to	25 X 1

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its Paris Club creditors. Polish negotiators, however, told gove they were unable to meet the payments due in the next sever requested a postponement of interest due on the 1982-84 debt was according to State Department reporting, the Poles speculate creditors could influence banks to provide Poland debt relief. The meet on December 17-18 to examine alternatives to handling mo the 1982-84 rescheduling and outlines for rescheduling 1986 payments	al months. The Poles worth \$550 million and, and on how government he Paris Club agreed to ratorium interest under
Meanwhile, Poland continued to sign bilateral resched Western governments while lobbying for credits. Britain rescheduling accord for the 1982-84 debt, while West Germany co of payments due in 1985. France granted Warsaw \$12 million in held out the possibility of future medium term project credits.	recently finalized a oncluded a rescheduling
Yugoslavia	
The chairman of Yugoslavia's International Coordinating members that the recently negotiated bank rescheduling agreemen 17 December in Belgrade, reschedules some \$3.5 billion in commercial debt originally due in now seek a similar multiyear rescheduling agreement from officibegin next spring on \$1.4 billion in debts falling due in 1986-88 does not intend to seek an IMF-supported program which is typofficial rescheduling.	nt will be signed on The agreement 25X1 1985-88. Belgrade will ial creditors when talks . However, Yugoslavia
•	
Yugoslavia will face difficulty sustaining last year's improve trade and payments. The US Embassy in Belgrade projects a \$60 surplus—down from \$865 million in 1984—that would leave Yugoshort of its IMF target for a \$200 million increase in official reservement review of Yugoslavia's performance under its standby promay 1986, the Fund praised Belgrade's progress in correcting expear, despite weaker-than-projected economic performance. Department reporting, IMF Managing Director de Larosiere Chairman Trichet that the Fund believes official creditors shouly Yugoslavia when the current rescheduling expires. However, the position that any MYRA for Yugoslavia would have to be conditionality."	0 million hard currency slavia \$50-\$100 million crees. Nonetheless, in a cogram which expires in a ternal imbalances this According to State informed Paris Club d agree to a MYRA for the Paris Club took the
Asia	
In Asia, the IMF Executive Board meets on 20 December to performance under its standby arrangement, and in Singapore Electric Industries forced the closure of the stock exchanges i Lumpur.	the collapse of Pan-
Philippines	\
The IMF Executive Board is scheduled to meet on 20 Decer formally approve the satisfactory completion of the Philipppines s waiving the government's failure to meet end-September budget revenue short-falls the Fund has nearly doubled the target for the	econd standby review— targets. In response to
budget deficit.	25X1
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IMF approval would also per \$175 million in new money from commerce Manila's reform efforts improve the median reforms are needed in taxes, agricultutions. The Staff is also concerned	lium-term prospects for the economy, boultural marketing monopolies, and	cates that out further financial
if exports fail to grow or business confid		25X1
In addition to making progress with the largest public considerable agreements with commercial banks in 3 \$2.7 billion of the \$3.7 billion in public Central Bank, National Power Corpo Philippine National Bank, Philippine Ai National Investment and Development Corporations.	rporate borrowers will sign their re fanuary. The borrowers which account sector debt due to be rescheduled inc ration, Development Bank of the F rlines, Philippine National Oil Compa	for about 25X1 clude: the Philippines,
Singapore	-	
Pan Electric Industries (Pan-El) Koon Swan slid into receivership on 3 creditors collapsed. Reverberations fre Lumpur Stock Exchanges to close on 1 I 5 December share prices fell by 61 Monetary Authority of Singapore asked million rescue package for several involvement in order to prevent their co- general financial crisis. The Pan-El pre financial market where vast amounts of forward basis. When Pan-El's \$600 milli threatened the brokerage houses themse	om the collapse forced the Singapore December; when trading in Singapore repoints. According to Embassy reposition of Singapore's four largest banks to develop brokerage houses weakened by the ollapse which authorities believed could oblems underscore the fragility of the formations are done by brokerage him in forward commitments could not	ns with 30 and Kuala copened on orting, the clop a \$85 cir Pan-El d trigger a Singapore ouses on a be met, it
Meanwhile, bankers are bracing Embassy reporting, at least two large addition to the aforementioned brokera The US Embassy concurs with local presthe gravest in Singapore's financial history	ge houses, are rumoured to be close to s reports which characterize the Pan-F	tments, in the edge.
Africa/Middle East		
In Africa, initial reaction amon proposal is positive, Nigeria suspended triggering a Brooke Amendment cutofi most principal repayments until 31 Marc	, and South Africa extended its more	danger of
Reaction to Trust Fund Proposal		
Initial African reaction to Treabillion of IMF Trust Fund reflows to the positive according to US Embassy report concur with the proposal's goal of harmore programs, although some are wary of countries' reactions revealed unfamiliately and Zambian officials, for example the trust Fund program would be conditionable and agreements as well. Niger and	s from the region. Many of the eligible onizing IMF, World Bank, and bilateral conditionality attached to the new fundrity with the details of the proposed mple, were concerned that assistance hal on performance under other IMF	generally countries assistance s. Several program. under the and World

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coordination might further slow aid disbursements. Most African officials seem aware of the Trust Fund proposal in a general way, but seek additional information and explanation from the US and indicate they need to study it further before making recommendations to their Fund and Bank executive directors.	25 X 1
Pretoria last week extended its moratorium on most debt principal repayments from 31 December until 31 March. At the same time, the country's initial debt rescheduling plan—which proposed delaying until 1990 any repayment of the \$14 billion in debt currently under the moratorium—was dismissed by bank creditors as unrealisitic, according to US Embassy reporting. Ten key bank creditors responded with their own proposal, however, calling for South Africa to remove mediumterm debts from the moratorium, and to repay 10 percent of short-term debts by yearend 1986. Creditors would then review the country's financial position to determine a repayment plan for 1987. The banks' plan also suggests Pretoria consider a Paris Club rescheduling of its \$3.5 billion in foreign government-guaranteed debt. Pretoria has been careful to avoid entangling foreign governments in the debt moratorium, however, and in our view would accede only under extreme financial pressure. The next formal meeting between South African officials and bank creditors	25X1 25X1
probably will occur after President Botha opens parliament on 31 January. If Botha's opening speech lacks expected political reform announcements, debt negotiations would be set back, but probably not scuttled. Meanwhile, South Africa is keeping current on interest payments to bank creditors, and on all payments on debts excluded from the moratorium,	25X1
President Babangida announced last week that Nigeria was suspending negotiations with the IMF. Babangida stated that the public debate he initiated after seizing power in August convinced him that Nigerians overwhelmingly favor a go-it-alone strategy. As a result of the decision, Western bankers already are cutting trade credits, and France and the UK have rejected proposals to bilaterally reschedule official debts, Some bankers fear Lagos may declare a debt moratorium but Babangida probably will press initially for a rescheduling agreement with commercial banks. Lagos has serviced medium- and long-term debt on schedule, but has accumulated as much as \$9 billion in short-term debt arrears since 1983. Debt service policy probably will be announced during this month's presentation of the 1986 budget.	25X1 25X1 25X1
Even a commercial debt rescheduling probably will not solve Nigeria's economic problems. The boost in oil production will temporarily ease Nigeria's financial problems, but the decline in world oil prices projected as a result of OPEC's recent decisions may slice export revenues by over 25 percent next year. Thus, although Babangida has avoided the short term costs of implementing a politically unpopular IMF program, he still will face domestic discontent as incomes continue to decline and unemployment rises.	25X1
Unless the Sudanese government acts promptly, its inability or unwillingness to pay about \$2.5 million in debt obligations will trigger a December 31 Brooke Amendment cutoff of all US assistance. Khartoum had, according to US Embassy reporting, hoped to	

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	postpone repayment until a Paris Club rescheduling substantially reduced the amount	
	due. No rescheduling agreement is possible, however, before the December 31 cutoff	
	date, and is highly unlikely by February 11 when another \$5.5 million in US debt becomes	
	one year overdue. Khartoum may be testing the United States' resolve to actually	
	enforce a Brooke Amendment cutoff. Meanwhile, disarray within the civilian Cabinet	
	has thus far precluded approval of a much watered-down economic reform program that	
	had received tentative acceptance from the IMF. Unless Khartoum makes an eleventh-	
	hour commitment to the economic program, or makes some repayment against its \$220	
	million arrears to the IMF, on 3 January the Fund may well declare Sudan ineligible to	
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	use Fund credit.	25>

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FINANCIAL BRIEFS

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Allei icas		
0	Panama, Peru pushing strongly for Latin American presidential summit agenda to feature debt issueBrazil, Mexico tentatively to attend, but Argentine response cool so far.	25 X 1
0	SELA ministerial meeting focused on debtcommunique criticized IMF conditionality, developed country "protection ism"urged more financial assistance to developing countries.	25X1
0	Banking experts from Latin American, European countries and multilateral institutions conferred on debt issue in Guatemala recentlyCosta Rica also hosted ministerial-level meeting of smaller Latin debtors last weekPresident Monge urged pressure for new international economic order.	25 X 1
0	Bolivia has submitted a letter of intent to the IMFexpects to sign a \$50 million standby agreement early next yearLaPaz has agreed to supplement its anti-inflation program with fiscal reforms, including its first official budget in four years.	25X1
0	Chile received \$520 million of its \$785 million new money facilitytwo government-owned Italian banks that had delayed the loan signed early this monththe remaining \$265 million will be disbursed during 1986 and tied to IMF documents.	5 25 X 1
0	Colombia has obtained a \$1 billion loan from commercial creditorshelps cover impending \$300 million foreign exchange gapwill also enable Bogot to meet its December IMF targets.	: a 25X1
Europe		
0	Hungary signed a \$400 million loan packagepriced at LIBOR plus 0.375 percentage point for the first 3 years, LIBOR plus 0.50 percentage point for remaining 4 yearsincludes first note issuance facility (NIF) for a CEWA memberslowness of syndication reflects bankers' concerns over riskiness of NIF and level of Hungarian borrowing.	25X1
0	Article IV for Hungary IMF endorsed Budapest's intent to give priority achieving external balancealso urged reduced subsidies, tighter credit policy, exchange-rate adjustmentadvocated introduction of personal income and value-added taxes.	25X1
0	Romania arranging a \$150-million five-year loan from a group of Arab banksfollows closely on \$150 million syndicated loan signed last weekwill be used to increase imports.	25X1

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Asia		
0	The Bank of Thailand will intervene in currency marketswill hold the baht to approximately 27 baht to \$1designed to protect gains made in November 84 devaluation which were being eroded by the weakening US dollar.	25 X 1
Africa/N	Middle East	
o	OAU Chairman and Senegalese President Diouf to contact African leaders of possible African debt conferencemight approach leaders at April IMF Development Committee meetingpress reports say French President Mitterrand supports African debt meeting.	n 25X1 25X1
o	Morocco missed its first payment due on 6 December under its October 22 London Club reschedulingunable to make the \$33 million payment becaus of foreign exchange shortages Morocco's reserves stan at less than \$50 million.	e
o	Senegal's imperiled IMF program was probably saved by recent adjustment performance targets and French emergency aidallowed six months to paydown \$27 million in external arrearsIMF mission completing final program review in Dakar this week.	of 25X1

APPENDIX

Selected LDC Debtors: Trade Performances, 1984-85

Billion US Dollars

	Exports (fob)		
	1984	1985 (est.)	<u>Change</u> (percent)
Argentina ¹ Brazil ² Chile ³ Colombia ² Indonesia Malaysia ⁴	5.5 22.3 2.6 2.0 20.8 7.9	5.2 20.8 2.6 2.2 19.0 7.6	-6 -7 0 10 -9
Mexico ² Nigeria Peru Philippines ⁴ South Korea Thailand Venezuela	20.0 11.2 3.3 2.6 29.3 7.3 15.9	17.9 11.3 3.0 2.3 29.5 7.1	-10 1 -9 -12 1 -3 -14

Imports (fob)

		Change	
	1984	1985 (est.)	(percent)
Argentina ¹ Braziļ ²	2.2	2.0	-9
Braziļ ²	11.4	10.5	-8
Chile	1.8	1.5	-17
Colombia ²	2.7	1.9	-42
Indonesią	15.3	14.0	-8
Malaysja ⁴	6.2	5.9	- 5
Mexico ²	9.6	11.6	21
Nigeria	9.5	8.5	-11
Peru	2.6	1.9	-27
Philippines ⁴	2.9	2.6	-10
South Korea	28.4	27.3	-4
Thailand	9.3	9.5	2
Venezuela	7.8	7.5	-4

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Data for January to July only.

Data for January to October only.

Data for January to August only.

Data for January to June only.

Trade Balances

	1984	1985 (est.)	Change
Argentina ^l Brazil ²	3.3	3.2	-0.1
Chile ³	10.9	10.3	-0.6
	0.8	1.1	0.3
Colombia ²	-0.7	0.3	1.0
Indonesia	5.5	5.0	-0.5
Malaysja ⁴	1.7	1.7	0
Mexico ²	10.4	6.3	-4.1
Nigeria	1.7	2.8	1.1
Peru	0.7	1.1	0.4
Philippines ⁴	-0.3	-0.3	
South Korea	0.9	2.2	1.3
Thailand	-2.0	-2.4	-0.4
Venezuela	8.1	6.2	-1.9

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Data for January to July only.

Data for January to October only.

Data for January to August only.

Data for January to June only.

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4	Robert Cornell	11	51 Ch/ALA/SAD	
5	James E. Ammerman	11	52 D/OEA	
5	Charles Schotta	11	53 D/EURA	
7	James A. Griffin	11	54 Ch/EURA/EE/EW	
8	Doug Mulholland	11	55 D/SOVA	
9	Manuel Johnson	11	56 D/NESA	
	Robert M. Kimmit	**	57 DD/OGI, D/OGI	
	David Mulford	11	58 Ch/OGI/SRD	
	Sec. George Shults	z State	59 Ch/OGI/FSIC	
13	John C. Whitehead		60 Ch/OGI/ECD	
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	Ralph Lindstrom W. Allen Wallis	11	65 Ch/OGI/Pub	
18	Elliot Abrams	***	66-69 OCI /Dub	_25X1
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20	Douglas McMinn	11	77-73 (TCR)	-541 De
21	Chester Crocker	11	77 73 750(7	25X1
$\frac{51}{22}$	Paul Wolfowitz	11		20,
23	Richard Murphy	11		
24	Harry Gilmore	11	1 - Edwin Truman, Federal Reserve Bo	pard
25	Byron Jackson	Commerce	1 - Henry Wallich, Federal Reserve 1	
26	S. Bruce Smart	11	1 - David Roberts, Federal Reserve,	
27			New York	25 X 1
28			1 - Leo Cherne, PFIAB, New York	
29	David Wigg	NSC	1 - E. Gerald Corrigan, President,	
30	Stephen Danzansky	11	Federal Reserve Bank, New York	
31	Randall Fort	PFIAB	1 - Alan Greenspan,	
32	Leo Cherne	PFIAB	Townsend, Greenspan and Co.	
33	David Tarbell	OSD (ISA) _s	2 - Doug Mulholland, Treasury	
34	DCI ED:		1 - Roland Kuchel, State	
35 36	ExDir SA/DDCI		1 - Lauralee Peters, State	
37	DDI		1 - Peter W. Rodman, State 5 - Byron Jackson, Commerce	
38	ADDI		1 - Warren E. Farb, Commerce	
39	Ch/PES/DDI		1 - DIA	25 X 1
40	NIO Economics	•	1 - Steve Farrar, CMB	20/(1
41	DDO		1 - William Isaac, Federal Deposit	
42	Ch/DDO/EPDS		Insurance Corporation	
43	Ch/DDO/NCD		1 - Beryl Sprinkel, CEA	
44	Ch/DDO/AF		5 -	25X1
45	Ch/DDO/EA		1 -	
46	Ch/DDO/EUR		1 - Ch/ECD	
47	Ch/DDO/IA		1 - Ch/ECD/FI	
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